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AGRICULTURAL COOPERATION

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EACH DIAMOND WALNUT TO BE BRANDED

The trade-marking of each walnut is being considered by the California Walnut Growers' Association, Los Angeles. Experiments along this line were conducted in connection with marketing the 1924 crop. Six branding machines were installed at the Santa Paula plant and operated throughout the season. The branded nuts were marketed only in Philadelphia, in order that the results from a selling standpoint might be accurately determined. The conclusion reached by the officials was as follows: "There can be no doubt that branding is the only method of maintaining the acknowledged marketing efficiency of the association." Hearty approval of the plan was also expressed by brokers and dealers.

The operating cost of the experimental branding operations at Santa Paula was a trifle under 7 cents per bag. The management believes that from 12 to 20 cents per bag will cover all cost of branding, including depreciation, interest, taxes, and the like. As an aid in the advertising program for Diamond Brand walnuts, it is believed that the mark on each nut will prove of great value, and it is anticipated that it may help reduce the cost of advertising.

Officials estimate that a unit of three machines will brand one and one-half car loads of nuts in an eight-hour day. As the experiments indicate that branding is a logical step in the merchandising of walnuts, the management of the association is now struggling with the problem of advising the growers as to the merits of branding each nut that is of the Diamond Brand quality, and solving the financial problems connected with equipping the various packing houses with sufficient machinery to handle the millions of nuts harvested each season.

It is proposed to equip a demonstration machine and to move it from packing house to packing house during the 1925 season, that all the growers may become familiar with what is being attempted.

The directors of the organization are of the opinion that all packing houses should be equipped with branding machines for the 1926 season. In order to accomplish such a large undertaking in a single season, it is proposed to issue equipment bonds payable over a period of ten years, the interest and sinking fund being charged yearly to the cost of branding.

CHANGES IN POLICIES PROPOSED BY POTATO EXCHANGE

As it approaches the end of its first year of operation, the Minnesota Potato Growers' Exchange, St. Paul, Minn., is considering the advisability of certain changes in its policies. One of the most important questions is that of the pool periods. This year all potatoes have been handled in one pool which will not be closed until the last car is sold and accounted for. It is proposed to change this feature and have three or four pool periods, thus enabling the exchange to make final settlements more promptly.

The second payment on potatoes delivered before March 1 was completed about the middle of April. More than \$600,000 has now been distributed to members.

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MEMBERS' COMMITTEE SUGGESTS CONTRACT BE MODIFIED

Two important changes in the contract of the California Prune and Apricot Growers' Association, San Jose, are suggested by the reorganization committee, appointed in November. The first proposal is for a withdrawal clause, allowing the members to withdraw from the association during a short period of each year; and the second is that "through some form of local unit organization, the members of the association be given a more direct voice in the control of the affairs of the association." It is proposed to accomplish this partially by the direct annual election of directors, thereby doing away with the voting board. The reorganization committee has been working several months, assembling information, hearing suggestions, and working out plans. The above changes and such others as may be recommended will be placed before the membership to be decided upon before the conclusion of the 1925 crop season.

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A "BLUE ANCHOR" IS TO BE AN INSIGNIA OF QUALITY

In consequence of action recently taken by its board of directors, the California Fruit Exchange, Sacramento, expects to be in the eastern markets this season with a higher grade and pack of cherries, plums, apricots, peaches, pears and table grapes than ever before. The board of directors on March 17, approved a plan for a "Blue Anchor" grade of fruit and appointed a standardization committee to assist in working out the grade specifications for the fruits to be marketed under the "Blue Anchor" insignia. Only such local associations as agree to conform to the standards set will be given permission to use the "Blue Anchor" trade-mark in connection with their brand labels. Eastern inspection is to be provided and fruit carrying the trade-mark but not coming up to the standards required for "Blue Anchor" quality will be relabeled at the expense of the association which made the shipment.

FINAL SETTLEMENT MADE FOR APRICOTS

One of the earliest settlements ever made by the California Prune and Apricot Growers' Association, San Jose, was in March of this year for the 1924 apricot crop. This final settlement amounting to about \$150,000, was the fourth payment on the crop, the first advance being made on delivery, the second payment on September 9, and the third on October 30. The amounts paid on the different grades at this time ranged from a fraction over six cents to about one-half of one cent per pound.

Dates of final settlement have varied in the different years. The earliest settlement was for the 1919 crop, which was made in February of the following year, while the 1922 crop was paid for in March of the second year.

Beginning on March 9, a second payment was made on 1924 prunes, at the rate of three cents per pound for 20/30s and one cent on all other sizes. This totaled nearly one and one-half million dollars.

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ARIZONA CITRUS GROWERS PAID FOR FIRST POOL

Members of the Arizona Citrus Growers, Phoenix, Ariz., received settlement in March for the first pool of Marsh Seedless grapefruit, amounting to about \$105,000. This pool opened October 15 and continued to January 1. It contained 62,000 field boxes or about 100 car loads of packed fruit. Approximately 80% of the fruit in the pool was packed as fancy and brought the grower 3.9984 cents per pound. Ten per cent was packed as choice or second grade, and brought 2 cents per pound. The remainder was sold as culls and standards and brought 52.25 cents per box, a little more than one cent per pound.

Each grapefruit in the fancy grade was stamped "Arizona Desert Sweet," by a machine especially designed for stamping the name directly on the fruit.

As the crop was rather short, no effort was made to extend the markets, and most of the fruit was sold in Los Angeles and San Francisco where the demand was good and the sales satisfactory. Some fruit was sent to Seattle, Portland, San Diego, and Albuquerque, and some to London, England.

The second pool of Marsh Seedless opened January 1 and closed January 12, on account of severe cold weather. The third pool continued from January 12, to March 8, and a small quantity remaining was handled in a fourth pool. Returns have been satisfactory on all pools in spite of some frost damage.

The last pool of Clayson grapefruit opened March 9 and will continue two months. Growers have been holding this fruit patiently until the Marsh Seedless was out of the way with the expectation of getting good prices.

A pool for Valencia oranges closed April 1.

AUSTRALIAN STATES PLANNING FOR WHEAT POOLS

A report from the American Consulate General, Melbourne, Australia, dated October 21, 1924, outlines the status of the wheat pools of that country for the 1924-25 season. A meeting was held on September 15, of representatives of the Ministries of New South Wales, Victoria, and South Australia, with the Australian Federal Prime Minister, to discuss the proposals of the Prime Minister regarding voluntary wheat pools. As the Victorian Government stood firm for a compulsory pool and the other states preferred voluntary pools, it was found impossible to reach a common basis of agreement and the Prime Minister was obliged to abandon his proposals. He announced, however, that the Federal Government would use its influence on behalf of any state which formed a pool and required financial assistance from the Commonwealth Bank.

An early opportunity was taken by the Victorian Labor Ministry to introduce a bill to make the next pool compulsory. The bill provides for a board of control of five members, three of whom are to represent the wheat growers and two to be Government nominees. This board is to be given control of the buying and selling of wheat during the 1924-25 season. Seed and feed wheat are to be exempted. The services of existing cooperatives are to be used in handling. The Governor in Council is to have power to investigate any alleged unreasonable price charged for wheat for local consumption, and to fix the fair market value. Arrangements were made with the banks to advance 3 shillings 8 pence per bushel, and an effort was being made to increase the amount to 4 shillings 4 pence. Wheatgrowers as a body were said to be strongly opposed to a compulsory pool.

At the time the report was written, the bill was being considered in committee and a number of important amendments had been made by the committee. One of these amendments provides for a referendum being taken not later than September 30, 1925, regarding the extension of the pool for two more seasons. An amendment providing for changing the personnel of the board of control to one representative of the Government and four representatives of the growers, was defeated.

In New South Wales the government has decided to guarantee an initial advance of 3 shillings 4 pence a bushel, and 8 pence a bushel for handling and other charges. This is 4 pence better than last year. As the Voluntary Pool Committee has already secured signed contracts from farmers covering at least half of the sown acreage, it is expected that the quantity handled will be large.

It is understood that both South and Western Australian Governments are negotiating with the banks in regard to advances for their individual state pools.

In Queensland the compulsory pool remains in force for this season, but a referendum is to be taken among growers before continuing the system into future years.

INCREASED BUSINESS REPORTED BY WASHINGTON COOPERATIVE

Nearly twenty million pounds of sweet milk were handled in 1924 by the Inland Empire By-Products Corporation, Spokane, Wash., the exact figures being 19,836,389 pounds. Total sales of milk, cream and butter came to \$594,806; total expenses amounted to \$141,381; the patrons received \$454,136, or 76.4% of sales. The year closed with a surplus of \$728; total assets amounting to \$141,102, of which the fixed assets were \$53,772; and a net worth of \$70,386.

This corporation was formed in 1920 and handles all the products of the Inland Empire Dairy Producers' Association. Its business in 1922 amounted to \$421,707, and in 1923 to \$563,387. The number of members in 1923 was given as 874.

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CREAMERY HAS OPERATED TWENTY-SEVEN YEARS

Organized in 1897, the Elgin Cooperative Creamery Association, Elgin, Minn., has conducted a considerable business ever since with a steady increase in volume all the time. The following table shows the manufactures, sales, and payments to producers for the past fifteen years:

Year	: Butter Made	:	Sales	:	Paid Producers	
	:	:		:	Amount	Per cent
	(Pounds)	:		:		
1910	: 165,412	:	\$49,577	:	\$ 45,538	: 91.9
1911	: 164,466	: a/	42,490	:	38,356	: 90.3
1912	: 167,041	:	49,371	:	46,117	: 92.5
1913	: 190,104	:	58,022	:	53,896	: 92.9
1914	: 221,009	:	64,093	:	59,218	: 92.4
1915	: 258,942	:	74,204	:	69,078	: 93.1
1916	: 244,462	: a/	78,676	:	73,673	: 93.6
1917	: 234,345	: a/	95,630	:	90,624	: 94.8
1918	: 246,308	: a/	117,482	:	12,222	: 95.5
1919	: 257,547	: a/	145,773	:	39,184	: 95.5
1920	: Report missing	:		:		:
1921	: 268,401	: a/	108,248	:	95,650	: 88.4
1922	: 328,778	: a/	126,542	:	112,142	: 88.6
1923	: 387,216	: a/	172,327	:	156,503	: 90.8
1924	: 463,980	: a/	191,226	:	171,747	: 89.8
	:	:		:		:

a/ Butter sales.

This creamery association is a nonstock organization with 175 patrons. In addition to manufacturing and selling butter, the association buys all kinds of supplies needed for making butter.

DAIRYMEN'S LEAGUE ANNOUNCES PRIZE ESSAY CONTEST

A prize essay contest is announced by the Dairymen's League News on the subject "How the Dairymen's League has Helped the Dairy Farmer." The contest is open to senior students in high schools throughout League territory and the prizes are as follows: First prize, \$25; second, \$15; third, \$10. The students writing the next best essays will be given \$5 each. Informational material will be furnished from the offices of the Dairymen's League Cooperative Association upon request.

The departments of education of the various states are cooperating in stimulating interest in the contest. One hundred dollars for the prizes was contributed by the president of the Dairymen's League.

Essays will be judged on the following basis: Information, 60 points; coherence, 20 points; form and appearance, 20 points.

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MANY MILK PRODUCERS HAVE SIGNED MARKETING CONTRACTS

Since the Dairymen's League Cooperative Association, New York City, began functioning as a milk marketing association with the beginning of May in 1921, there has been a net increase in membership contracts in force of 13,792. The total number of new contracts signed during the four-year period was 37,010 and the number of cancellations 23,218.

The number of contracts in force when the association began functioning was 50,843 and the number in force on April 1, 1925, was 64,635. The number of new contracts received and the number of cancellations for each one of the four years is as follows:

Year	Number of contracts				
	Received		Total		Total
	At begin- ning of year	during year	before can- cellations ^{a/}	Cancel- lations	after can- cancellations ^{b/}
1921-22: c/	50,843	17,470	68,313	3,263	65,050
1922-23: d/	65,050	9,837	74,887	10,636	64,251
1923-24: d/	64,251	4,587	68,838	e/ 5,092	63,746
1924-25: d/	63,746	5,116	68,862	f/ 4,227	64,635

a/ At close of business year, March 31.

b/ April 1.

c/ May 1, 1921.

d/ April 1.

e/ Not including 32 cancellations reconsidered before close of fiscal year.

f/ Not including 42 cancellations reconsidered before close of fiscal year.

UNIFORM MARKETING PLAN FOR PRODUCERS OF MILK

Producers' organizations, formed according to a general plan, have been established in three New England cities for the handling of fluid milk. These associations are the Manchester (N.H.) Dairy System, Inc., Springfield (Mass.) Dairy System, Inc., and Worcester (Mass.) County Dairy System, Inc. In each case as much of the fluid milk produced by its members as can be marketed satisfactorily is disposed of in the fluid form and the remainder of the supply, or surplus, is converted into by-products.

The Manchester organization operated during the entire twelve months of 1924, the Springfield association began operating in February, and the Worcester association in June.

In the table below are figures for membership, total assets and net worth for the three associations:

Association	Period in : Operation	Number of : Members	Total : Assets	Net : Worth
	1924	Dec. 31, 1924		
Manchester	Jan.-Dec.	308	83,421	76,184
Springfield	Feb.-Dec.	801	264,425	105,847
Worcester	June-Dec.	371	185,453	68,439

The quantities of milk handled by two of the organizations and the per cent converted into by-products are given in the following table:

Association	Milk Handled			
	Received	Sold as : Fluid	Converted into : By-products	
	(Pounds)	(Pounds)	(Pounds)	(Per cent)
Springfield	29,084,996	17,508,700	11,576,296	40
Worcester	7,151,069	5,591,334	1,559,735	22

The total sales, amounts paid producers and amounts available for refund to the producers at the close of 1924 were as follows:

Association	Sales	Paid Producers : Amount	Operating : Percent	Expense	Available : for Refund
Worcester	\$228,349	\$205,767	90	\$22,671	\$1,313
Manchester	172,642	148,877	86	22,424	1,484
Springfield	-----	-----	--	-----	22,962

A portion of the capital needed for the development of the several enterprises is derived by deductions from amounts due producers. A part of the deductions go into a revolving fund and after a specified time are refunded to producers.

TEN TONS OF BUTTER A DAY BY A COOPERATIVE

Ten tons of butter a day is the record made on several occasions in May of 1924 at the Modesto Creamery of the Milk Producers' Association of Central California. The output for the year 1924 was 5,380,874 pounds of butter, 2,861,900 pounds of skim milk powder, 637,400 pounds of casein, and 62,899 gallons of condensed skim milk. In addition to this, sweet cream containing 272,262 pounds of butterfat was sold to manufacturers of ice cream.

The association began operating on May 1, 1918. During the first eight months nearly 2,000,000 pounds of butter was made at the Modesto plant. On this basis the output for twelve months would be nearly 3,000,000 pounds. The growth year by year is indicated by the following figures:

Year	Pounds of Butter Made	Index Number
1918 <u>a/</u>	<u>b/</u> 2,917,655	100
1919	3,172,825	109
1920	3,295,650	113
1921	3,400,681	117
1922	3,790,487	130
1923	4,314,455	148
1924	5,360,874	184

a/ May 1 to December 31, eight months.

b/ Estimate for one year on basis of 1,945,044 pounds for eight months.

At the close of 1924 the association reported a membership of 1,431. This number has been augmented by a membership campaign and it was recently reported that nearly 250 new members had been added to the association within 60 days.

The milk produced by the members is collected as whole milk or cream by auto trucks. There has been an increase in milk receipts recently of approximately 25,000 pounds a day.

In addition to the Modesto Creamery the association operates a plant at Stockton and supplies fluid milk to the inhabitants of that city. At this plant milk containing 514,000 pounds of butterfat was handled during the year 1924.

PACIFIC WHITE EGGS SOLD IN NEW YORK CITY

Over 130,000,000 fancy white eggs were sold by the Pacific Egg Producers Inc., New York City, during 1924. This organization was established by several of the Pacific Coast egg marketing associations which it serves as an Eastern sales agency.

The exact number of cases of eggs handled was 371,600. These were sold for \$5,093,000, which is an average of \$13.71 a case. A large part of the sales are made through the egg auction conducted by the association at 2 p.m. daily. During the 1923-24 season, 195 auctions were conducted at which 224,500 crates of eggs were disposed of by 5,899 sales to 328 buyers. The auctions for the 1924-25 season began July 7.

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EGG AND POULTRY EXCHANGE SERVES SEVENTEEN LOCALS

Sales of eggs and poultry by the Minnesota Cooperative Egg and Poultry Exchange, Inc., St. Paul, Minn., were \$674,281, for the six months ending December 31, 1924. The items making up the total are:

Live Poultry	1,641,198 lbs.	\$301,991.47
Dressed Poultry	395,001 lbs.	110,101.85
Eggs	658,620 doz.	<u>262,183.38</u>
Total sales		674,281.70

In addition to the sales of poultry products, the association handled supplies for its members to the value of \$44,026.

The marketing expense in connection with the operation of the several departments was, poultry, \$24,515; eggs, \$4,410; supplies, \$1,788. In addition, administrative and general expenses amounted to \$11,912.

Of the \$11,912 of administrative expense, \$2,450 was for field service. This administrative expense was 1.76% of the poultry and egg sales.

The assets of the association at the close of the year are given as \$166,854, made up very largely of inventories and accounts receivable.

The exchange is a federation of local egg marketing associations and functions largely as a selling agency. It began operating the latter part of July of 1924, serving six locals.. The latter part of October six additional locals began functioning. Since January, two more locals have become active and it is reported that three new locals will be in operation by the close of April, making a total of 17 being served by the exchange.

(See Agricultural Cooperation for August 11, 1924, page 267)

STANDARD PLAN FOR FIELD SERVICE

"The Standard Field Service Plan of the American Cotton Growers' Exchange," is the title of a mimeographed circular recently issued by the American Cotton Growers' Exchange, Memphis, Tenn. In this circular the activities of a cooperative marketing association are classified in three general divisions: Procuring the commodity, office management, and sales management. "Procuring the commodity" calls for a field service organization with an able man in charge, capable assistants, efficient management and a workable plan; this meaning a plan that is sensitive to conditions of membership morale and secures the product which the association was organized to market.

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TWO MILLIONS MORE FOR NORTH CAROLINA COTTON

A spring distribution of nearly two million dollars was made to its members the last days of March by the North Carolina Cotton Growers' Cooperative Association, Raleigh, N. C. This is the second distribution since the first advance. It covers all cotton classed previous to March 1 and brings the payments to 19-1/2 cents per pound, basis middling. Checks were mailed nearly four weeks earlier than last year.

After one year's experience the directors of the association adopted the plan of making as liberal as possible an advance on delivery of cotton, a second payment by January 1, a third from sales in the spring, and a final settlement on or before August 1. This plan worked well last year and proved satisfactory to the membership. The present season an advance of approximately 55 per cent of the value was made on delivery, and a second payment was made in December. Because of the wide difference between cash and credit prices on fertilizer this spring, it was considered advisable to make the third distribution to members by April 1. The management is proud of the way this distribution has been handled and reports that with the many thousands of accounts to be adjusted, fewer than twenty-five checks had to be held out for individual attention.

More than eleven million dollars has now been distributed on the 1924 cotton and the final settlement will be made as soon as all the cotton is sold.

A number of prizes are being offered by certain officials of the association for the most cotton produced on a 3-acre plat of land at the lowest cost. The contest is open to boys and girls whose parents are members of the North Carolina Cotton Growers' Cooperative Association. Total yield will count 50% in the contest; quality of cotton--grade and staple-- will count 30%; and economical production, 20%. The first prize is \$50, the others, \$40, \$30, and \$20.

Plans for the contest are being worked out with the aid of the North Carolina Extension Service. Seed of standard types of cotton recommended by the state agronomist will be required. Greater care in the selection of seed is being urged on all members this spring.

Membership of the association has now reached 37,214 and it is reported that every day's mail is adding large numbers, 387 being enrolled within two weeks.

PRELIMINARY REPORT ON COTTON MARKETING COOPERATIVELY

Over 1,100,000 bales of cotton of the 1924 crop were handled by farmer controlled cooperative associations during the 1924-25 marketing season, according to preliminary reports made under date of March 20. As eight of the large state-wide associations were still receiving cotton on that date, the final figures for the year will be a trifle larger.

The number of associations active during each of the past four years is as follows: 1921-22, 4; 1922-23, 9; 1923-24, 14; 1924-25, 15.

The number of bales credited to each of the fifteen centralized associations for the several marketing seasons are as follows:

	1921-22	1922-23	a/1923-24	1924-25
Alabama Farm Bureau Cotton Association, Montgomery, Ala.....	0	57,407	65,316	79,366
Arizona Pima Cotton Growers, Phoenix, Ariz.....	10,700	10,249	7,950	9,751
Arkansas Cotton Growers' Cooperative Association, Little Rock, Ark.	0	68,548	37,812	b/ 40,381
Arkansas Farmers' Union Cotton Growers' Association, Little Rock, Ark.	----	----	3,341	3,837
Georgia Cotton Growers' Cooperative Association, Atlanta, Ga.	0	53,942	70,812	105,861
Louisiana Farm Bureau Cotton Growers Cooperative Assn., Shreveport, La. :	0	0	29,885	26,500
Staple Cotton Cooperative Association, Greenwood, Miss.	156,357	116,019	107,529	b/ 125,000
Mississippi Farm Bureau Cotton Association, Jackson, Miss.	0	0	33,855	b/ 44,158
Missouri Cotton Growers' Cooperative Association, New Madrid, Mo.	0	0	3,770	b/ 2,025
North Carolina Cotton Growers' Cooperative Association, Raleigh, N. C. ..	0	135,912	130,087	b/ 115,787
Pecos Valley Cotton Growers' Association, Roswell, N. Mex.	0	0	0	7,000
Oklahoma Cotton Growers' Association, Oklahoma City, Okla.	92,200	65,868	118,743	b/ 141,412
South Carolina Cotton Growers' Cooperative Association, Columbia, S. C. :	0	121,848	121,963	b/ 121,280
Tennessee Cotton Growers' Association, Memphis, Tenn.	0	0	15,318	18,094
Texas Farm Bureau Cotton Association, Dallas, Tex.	93,812	77,706	182,318	b/ 284,171
Total.....	353,069	759,499	928,699	1,124,623
a/ Reported in March, 1925. b/ Still receiving cotton.				

It will be noted by the above figures that all but four of the associations listed handled a larger number of bales the past season than during 1923-24. The largest increase reported by any one association was 101,853 bales by the Texas organization.

HAND BOOK ISSUED BY FIELD SERVICE OF TOBACCO ASSOCIATION

"A Handbook for Organizing Agricultural Communities" has been issued by the Field Service Department of the Tobacco Growers' Cooperative Association, Raleigh, N. C. Part I discusses the local association as the business organization of member growers in a community group. Part II, "Community Night," presents a plan by which members of the cotton and tobacco associations may, through their locals, render service to the whole community. Part III, "Programs," contains suggestions and material for use on programs, with outlines of sample programs and many choice poems and selections. The handbook was prepared by Elizabeth Kelly, Educational Agent of the Field Service Department.

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OPERATING EXPENSES TO BE REDUCED BY TOBACCO ASSOCIATION

Plans for reducing the cost of operation of the Tobacco Growers' Cooperative Association, Raleigh, N. C., have been approved by the board of directors of the association. These plans call for a reduction in some of the salaries for the 1925-26 business year, for the closing of 29 warehouses where the quantity of tobacco delivered is not sufficient to justify their continued operation, and the organization of the business under the three major headings of (1) financing and accounting, (2) grading and sales, and (3) securing delivery. A budget based on a probable delivery of 100,000,000 pounds of tobacco has been adopted.

Another new feature will be quarterly payments on grades which have been sold, delivered and paid for, also quarterly statements of stocks of tobacco held by the association. These payments and statements will be effective July 1, 1925. It is believed that the growers will learn by these payments and statements which grades of tobacco are most desirable and sell most readily, and which bring the quickest returns.

As a result of the three-years' experience, it was found that the work of the warehouse division and the field service division was very largely the same and that the local warehouse men were really acting as local contact men as they were in close touch with the members and obliged to keep constantly informed regarding the operation and activities of the association. Consequently, a consolidation of the two departments was recommended in order to coordinate the work and reduce the number of employees.

It was further advised that measures be taken to establish redrying facilities the coming season, sufficient to be a major factor in the redrying operations of the association.

May 19 is the date set for the annual meeting of members at Raleigh. At this time reports will be given regarding the policies and progress of the association, with discussion of matters of interest.

Following the annual meeting it is planned to hold meetings in each belt of the territory and to discuss the general problems of the association and the special problems of that particular belt.

COOPERATIVE SALES AGENCY URGED FOR LOUISVILLE STOCKYARDS

Its Committee on Marketing Reports recommended to the recent annual meeting of the Kentucky Division of the Farmers' Educational and Cooperative Union of America, that a sales agency be established at the Louisville stockyards and that the membership of the union subscribe for stock in such an enterprise. They also recommended the establishment at an early date of a sales agency at Cincinnati.

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STUDY OF LIVESTOCK SHIPPING SUMMARIZED

A study of the cooperative livestock shipping associations in Ohio, made by the Department of Rural Economics, Ohio State University, is summarized in a recent bulletin of the Ohio Experiment Station, Wooster, Ohio.

Forty-five out of fifty active county associations replied to the questionnaire. Forty-four of these associations pay their managers commissions on livestock handled, the rates varying from 6¢ to 10¢ per cwt. in the western part of the state, and from 9¢ to 15¢ in the eastern part where the stock is more scattered and it is more work to make up a shipment, keep the records and distribute the returns. One company pays its manager a salary.

Market reports are received regularly by three-fourths of the companies, nine companies hearing from three or more markets a day and passing the information on to their farmers by telephone or blackboard or both. A radio market news service is in operation through the cooperation of the U. S. Bureau of Agricultural Economics, the Ohio Bureau of Markets, the Ohio Livestock Association, the University Extension Service, and the University Radio Station. Reports are broadcast at 9:00, 11:00, and 1:30 eastern time.

An insurance fund has been built up by most of the companies against death or crippling in transit, by a charge of 2¢ to 6¢ per cwt. on all stock shipped, regardless of the fact that losses on hogs and sheep are much heavier than on cattle and calves. A few companies still use commercial transit insurance.

Out of fifty audits available for examination, 38 were selected and studied. A comparison revealed much heavier marketing expense in eastern Ohio. In that part of the state the association returned to the shippers 97.9¢ out of every dollar, keeping 2.1¢ for expenses, while the companies in the southwestern part of the state return to the shippers 98.7 cents, and those in the northwestern section, 98.5 cents.

Complete data on every shipment from eight typical companies were analyzed and compared. The results are presented in a series of tables which show such factors as average weights and prices on all kinds of stock for 1922, expenses and net returns on hogs, and shrinkage of livestock. A discussion of losses is given, and a number of suggestions made for improving conditions and methods.

LIVESTOCK SHIPPERS RECEIVE GOOD PERCENTAGE OF SALES

Total sales for the year 1924 amounting to \$442,842 are reported by the Renville Farmers' Shipping Association, Renville, Minn. Of this amount the patrons received \$416,130, or 94%. The manager's commission amounted to \$3,778, and the sum of \$1,333 was carried to the sinking fund.

Two hundred fifty-nine cars were shipped, of which 47 were double decks, making an equivalent of 330 cars. The shipments were made up as follows:

	: Number	: Weight	: Sales <u>/a</u>
		(pounds)	
Hogs	: 20,880	: 4,842,115	: \$360,294.52
Cattle	: 1,196	: 1,091,565	: 64,281.32
Calves	: 1,606	: 219,700	: 16,731.59
Sheep	: 148	: 15,419	: 1,535.23
Total	: 23,830	: 6,168,799	: 442,842.66

/a Returns to association.

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LIVESTOCK ASSOCIATION HAS OPERATED SEVENTEEN YEARS

Two thousand, six hundred, eighty-five cars of livestock have been shipped by the Litchfield Livestock Shipping Association, Litchfield, Minn., in the 17 years of its existence. Aggregate receipts have amounted to \$4,551,560. In 1924, 198 cars of stock were shipped for which \$254,312 was received. Growers were paid \$237,984, or 93.6%. Average expenses per 100 pounds were as follows: Hogs, 43 cents; cattle, 36 cents; calves, 72.5 cents; sheep, 62 cents.

This association began operations in 1908 and during that year shipped 14 cars of stock. The following year it shipped 35, and in 1911 passed the one hundred car mark, and in 1918 shipped more than 200 cars.

Some of the important figures for the past twelve years are shown in the table below:

Year	: Sales of	: Paid to	: Percentage
	: Livestock <u>/a</u>	: Producers	: of Sales to
			Producers
1913	: \$218,116	: \$207,650	: 95.2
1914	: 256,044	: 244,051	: 95.3
	: Reports for 1915 and 1916 missing		
1917	: 389,610	: 377,005	: 96.8
1918	: 552,671	: 535,496	: 96.9
1919	: 625,795	: 606,432	: 96.9
1920	: 436,084	: 417,462	: 95.7
1921	: 272,673	: 253,115	: 92.8
1922	: 298,562	: 280,789	: 94.0
1923	: 292,510	: 272,966	: 93.3
1924	: 254,312	: 237,984	: 93.6

/a Returns to association.

WYOMING ASSOCIATION SELLS WOOL AND BUYS SUPPLIES

Five hundred sixty thousand pounds of wool sold in 1924, is reported by the Campbell County Wool Growers' Association, Gillette, Wyo. The previous year the clip amounted to 325,000 pounds, and in 1921 to 180,000 pounds. Sixty-odd sheep growers make up the membership of the association which was formed in 1905. Salt, sheep dip, and other supplies are purchased for the members.

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MANY LINES OF SERVICE EXTENDED TO WOOL GROWERS

Arrangements have been made by the Pacific Cooperative Wool Growers, Portland, Oregon, for fire insurance on the wool of all members as soon as it is off the backs of the sheep. The wool is fully insured whether it is on the ranch, at the barn, or in the local warehouse, so long as it is in process of being forwarded to the association. It is stated that low rates have been secured for this insurance which will be paid by the association and not charged to growers' accounts. It will provide a great measure of safety for the small grower, while it will also mean a considerable saving to large growers over what they are now obliged to pay for insurance.

More than five hundred new and old members have now signed the new contract. Among the new members are several with large flocks of sheep, including one with 5,000 and one with 5,500. Growers are reminded that the old contract covers the 1925 wool. The marketing department of the Oregon Agricultural College is assisting in holding meetings in connection with the membership campaign. One of the large banks is recommending to all growers on whose property it holds chattel mortgages that they join the association, while the other progressive banks are permitting the wool grower customers to join the association.

Early shipping to the association is advised and plans are being made for concentration for carlot shipments where possible.

The California warehouse is now open and receiving wool. It is expected that the 1925 wools will be handled much more expeditiously than was possible last year, when the opening was delayed several months by the quarantine. All members of the California fall wool and scouring wool pool have received a partial payment of 25 cents per pound.

Preshearing advances have been made to members to the amount of about \$60,000, at the rate of \$1 per head. These advances are made at an interest charge of 6-1/2 per cent, and it is stated that other organizations which have been charging 7 per cent have been obliged to reduce their rates. Arrangements are now being made whereby members may secure loans on their sheep through the Federal Intermediate Credit Bank at the lowest possible rate.

In order to comply with the state law, the association has issued a formal request to its members to deliver all their wool and mohair to the association for marketing.

FIGURES FROM JERICHO WOOL POOL

About fifty farmers living near Fountain Green, Utah, have combined for the past seven or eight years to sell their wool through the "Jericho Pool." There is no organization, merely an agreement which provides that the pool can be dissolved at any time by a vote of owners of 51% of the wool. The wool is of fairly uniform type, produced mostly from fine wool sheep, and is sold in original sacks. Bids are received by a selling committee and sale approved by the owners of a majority of the wool. The statement is made that "In 1922 the wool was first offered before shearing, but all the bids received on the first call were rejected. Later the wool was sold for 40 cents a pound." Bids are now being received for the 1925 clip, although shearing is not yet completed.

Figures for the past three years are as follows:

Year	:	Wool Sold	:	Sales
	:	(Lbs.)	:	
1922	:	900,000	:	\$260,000
1923	:	1,000,000	:	500,000
1924	:	1,000,000	:	420,000

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WOOL WAREHOUSE OWNED AND MANAGED BY GROWERS

A steady increase in the quantity of wool handled from year to year, is reported by the Northern California Wool Warehouse Co., Red Bluff, Calif. The quantities handled each of the past three years are as follows:

Year	:	Wool Sold	:	Estimated Value
	:	(Lbs.)	:	
1922	:	589,387	:	\$220,000
1923	:	867,500	:	420,000
1924	:	1,201,115	:	460,000

This company was organized in 1921 and is not a cooperative association but a stock corporation for warehousing and selling wool, owned and managed by wool growers. Wool is handled for all growers whether stockholders or not. A fixed charge is made for handling and the company operates on this income. A storage contract covering the years 1923 to 1928, is in force between the wool producers and the warehouse company.

Most of the wool comes from three counties, but they are large counties where many sheep are grown, and increased quantities of wool have been handled each year. The increase is believed to be largely due to the fact that the company is managed by local men who have the confidence of the growers.

CALIFORNIA FRUIT ASSOCIATION WINS TWENTY-FIVE CASES

During the late summer and fall of 1924 the California Prune and Apricot Growers' Association filed 25 suits against members of the association seeking to enjoin each of the defendants from disposing of his apricots outside of the association and asking for the specific performance of each of the contracts involved. By agreement the 25 cases were consolidated, and they were recently disposed of in an opinion rendered by the judge of the Superior Court of Ventura County, Calif., under the name of California Prune and Apricot Growers' Association vs. M. Willett. The defendants set up a number of defenses, the more important of which will be discussed hereafter.

The association was organized several years ago. In 1923 the legislature of California enacted the cooperative marketing act. This act provided that existing associations could acquire the benefits thereof by a vote of their members at meetings held after notice. Prior to the passage of the cooperative marketing act, it appears to have been assumed that cooperative associations were not entitled to enjoin their members from disposing of their products outside of the association, and that an association could not require the specific performance of its contract. The 1923 act specifically declared that cooperative associations operating thereunder were entitled to these remedies.

In this connection, the defendants urged that this law was unconstitutional in that it was "special legislation granting privilege and remedy to one class which are denied to others." The court considered this objection and held that it was without merit. With respect to this matter it said, "Perhaps it is not too much to say that it is a matter of common knowledge that without some such remedy, cooperative marketing cannot successfully function." The defendants claimed that the association never legally elected to come under the act of 1923. Nearly every one of the defendants testified that, "He had no recollection of receiving a notice with respect to a meeting to consider coming under this act." The court pointed out that this was negative testimony and emphasized the fact that the persons who had charge of mailing out the notices testified affirmatively that they were mailed. The court also called attention to the fact that "the association was only bound to mail the notices not to follow them or guarantee their actual delivery to each grower." The court under the circumstances held that this point was not well taken.

It was claimed by the defendants that the execution of the contracts was induced by "mistake, misapprehension, unfilled promises, fraud, and false representations." The court disposed of these contentions by pointing out that "it is elementary that a mere expression of opinion, or a promise of a solicitor as to future policy, or alleged statements of hoped for returns are not sufficient upon which to void a contract, besides the contract itself provides that no oral representations can vary the terms of the written agreement."

The defendants raised a number of questions with respect to the manner in which the business of the association had been conducted and in regard to its business policies. With respect to these matters the court said, "There is no showing of bad faith. It is easier to look back at the event and discern a wiser course. It must be kept in mind that such mistakes as were made were mistakes of defendants' own association. Under its government each of the defendants had exactly the same voice, power and responsibility as every other member, and these particular defendants were at all times represented on the Board of Directors by members elected from this county by themselves."

By the terms of the contract the members committed to the association discretion as to when to market their apricots, and in the absence of fraud, and the court pointed out that no fraud was shown, it was "the judgment of the association which must govern."

One of the defendants was a minor at the time he executed his contract, and he claimed that this should relieve him from liability thereon, but inasmuch as he had delivered fruit to the association after he became of age and had received from it the net proceeds thereof, the court held that he was bound thereby.

All of the cases were decided in favor of the association.

L. S. Hulbert.

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LEGISLATION FAVORABLE TO KANSAS COOPERATIVES

The State of Kansas has recently enacted a statute which provides that all boards of trade which have not been designated as "contract markets" by the Secretary of Agriculture under the statute enacted by Congress known as the "Grain Futures Act," are declared to be "contract markets" and affected with public interest.

The act further provides that no board of trade shall exclude from or refuse membership to any duly authorized representative of any lawfully formed and conducted cooperative association of producers having adequate financial responsibility, which is engaged in cash grain business, if such cooperative association has complied with such terms and conditions as are or may be imposed lawfully on other members of the board of trade, provided further that no rule of the board of trade shall be construed to forbid the return on a patronage basis, by a cooperative association, of excess earnings to its bona fide members.

L. S. Hulbert.

SEND US PHOTOGRAPHS

The Bureau of Agricultural Economics needs new photographs of cooperative elevators, creameries, fruit-packing houses, and similar enterprises. Pictures showing any important cooperative activity are especially desired.

With each photograph complete information should be supplied as to the cooperative association whose activities are pictured, also the location of the establishment, and the approximate date when the photograph was made. Send to

Division of Agricultural Cooperation,
Bureau of Agricultural Economics,
Washington, D. C.

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NEW CIRCULAR PRESENTS STATISTICS OF MEMBERSHIP

The sixth of the series of preliminary reports dealing with the statistics of agricultural cooperation, has just been issued in mimeographed form. This circular is entitled "Membership Statistics of Farmers' Business Organizations, January, 1925." Membership statistics for 1915 and 1925 are compared by commodity groups and by geographic divisions. Charts and graphs are used to aid in presenting the information. Copies of the circular may be secured upon request to

Division of Agricultural Cooperation,
Bureau of Agricultural Economics,
Washington, D. C.

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ASSOCIATION HANDLES EGGS, FRUIT, AND WOOL

Eggs, fruit, and wool, are the three commodities handled by the New Hampshire Cooperative Marketing Association, Manchester, N. H., during the business year ending December 31, 1924. The net income from the transactions in the egg department was \$220; net income in the fruit department was \$3,112; and net income resulting from handling wool was \$566, making the total net income, \$3,899. The marketing expenses of the three departments were: Egg department, \$39,295; fruit department, \$1,467; and wool department, \$141. Producers were paid \$451,097 for eggs, \$79,249 for fruit, and \$7,288 for wool.

At the close of the year the association had a net worth of \$1,575 and its outstanding capital stock and capital stock subscriptions amounted to \$19,180.

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